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Muratec™ NETWORK GATEWAY PLATFORM NGP

Dear Muratec Dealer,

I can't express how excited I am to have a completely refreshed product line, although that won't stop me from trying. With the launch of the new MFX-1430 & MFX-2030, the first segment 1 multifunctionals built on the Network Gateway Platform (NGP), Muratec has a new look from head (MFX-2830) to toe (F-300).

I'm sure you'll agree that the new NGP-enabled devices will completely change your perception of the workgroup market. These are far more than simple fax machines or desktop copiers; these are true digital document delivery solutions that will directly route documents to network folders, e-mail addresses, FTP sites, remote Internet fax terminals and/or traditional fax machines.

It all starts with the touchscreen – a first for this segment. The large, back-lit interface offers intuitive network navigation and actually makes digital document delivery accessible to the masses. These machines have also been packed with preset features such as the Card Copy mode, which makes copying two-sided insurance cards a one-step procedure.

As opposed to traditional network scanning solutions that require the use of scan boxes or expensive third-party hardware/software, the NGP products allow users to surf their corporate server (like they are navigating folders on their PC) and directly deliver documents to a specific location. No expensive additional software or hardware is needed, no scan boxes – simply hit [Start] and it's there.

Their small footprint truly allow customers to initiate and maintain digital archiving programs by providing powerful, easy-to-use technology within the confines of their workspace, not the mailroom. Think about it, you keep the high-profit segment 3 & 4 products chomping away on high-volume copy and print jobs in the mailroom. The NGP products seamlessly fit into the smaller workstations to guide scan and fax traffic, meaning you've created a terrific workflow solution and freed up the big boys machines to do what they do best.

Not only are these products functional, but they're the most cost effective segment 1 machines on the market. The pricing structure for these machines mirror their predecessors, meaning for the same price you're getting 10x the functionality. The segment leading cost-per-copy gives you a serious leg-up on the competition and as with every Muratec product you can be sure you're getting the most reliable equipment on the market.

Take a few moments to review the features of this new equipment and then give your Muratec area sales manager a call for a demonstration or that first order. As always, thanks for being a valued Muratec dealer and good luck with the new MFX-1430 & MFX-2030.

Sincerely,

Jim D'Emidio
Vice-President of Sales and Marketing

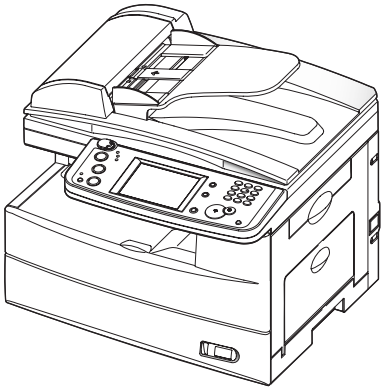
Configurations

The MFX-1430 comes in two configurations, the standard version (1430) and as a duplex model, the MFX-1430D (1430D). The MFX-2030 comes in one configuration (2030) which features standard duplex printing.

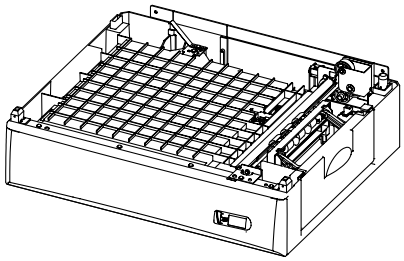
	MFX-1430	MFX-1430D	MFX-2030
Standard			
80-sheet ADF	•	•	•
33.6 Kbps fax modem	•	•	•
(1) 500-sheet cassette	•	•	•
50-sheet bypass tray	•	•	•
Network Printing & Color Scanning	•	•	•
Local USB Printing & Color Scanning	•	•	•
Duplex Printing		•	•
Optional			
Paper Cabinet (2030CAB)	•	•	•
500-Sheet Cassette (2030CAS)	•	•	•
32 MB Memory Upgrade (DA7663)	•	•	•
Telephone Handset (2030THK)	•	•	•
Page Counter (DA7664)	•	•	•
PCL Print Controller (PCL500)	•	•	•
2nd Phone Line (AL500)	•	•	•
OfficeBridge Expansion Kit (OB450)	•	•	•

Paper Options

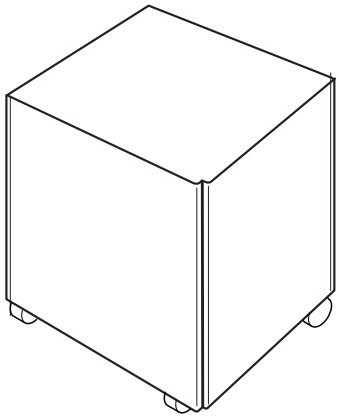
MFX-1430:



1. MFX-1430 – 550 sheets

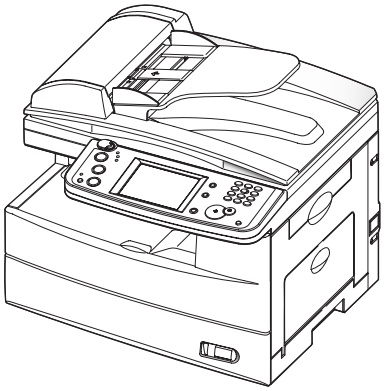


2. Second paper cassette (2030CAS) – 500 sheets
   Total = 1,050 sheets

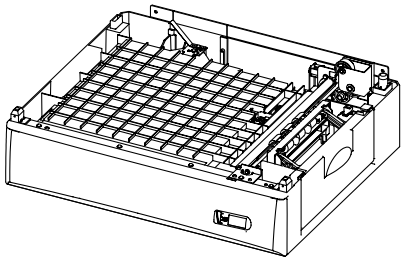


3. Paper cabinet (2030CAB)

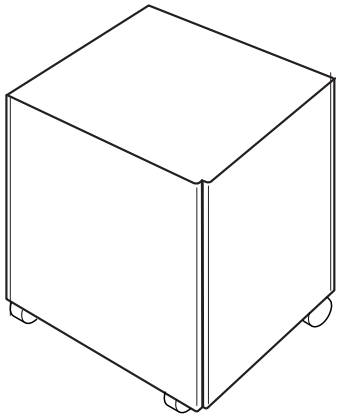
MFX-1430D:



1. MFX-1430D – 550 sheets

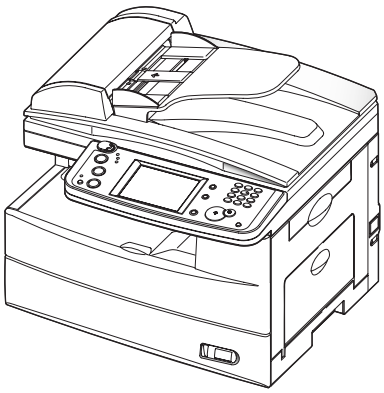


2. Second paper cassette (2030CAS) – 500 sheets
   Total = 1,050 sheets

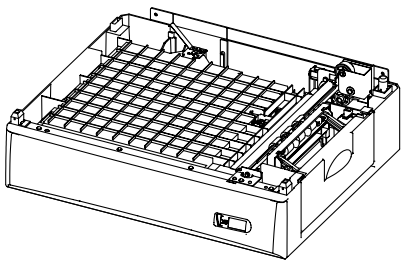


3. Paper cabinet (2030CAB)

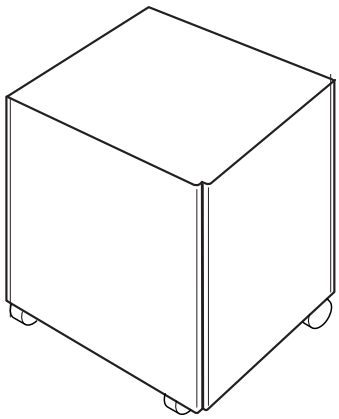
MFX-2030:



1. MFX-2030 – 550 sheets

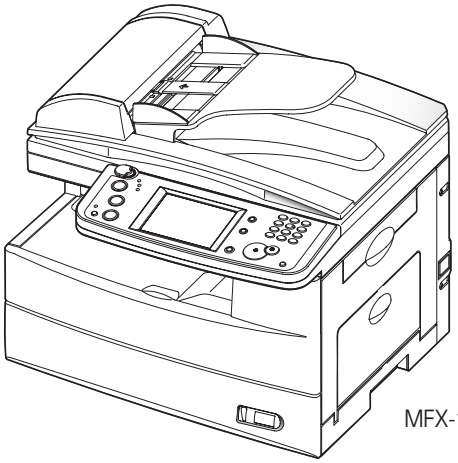


2. Second paper cassette (2030CAS) – 500 sheets
   Total = 1,050 sheets



3. Paper cabinet (2030CAB)

Printing/Communications/ Consumable Options



MFX-1430 & MFX-2030

Printing Options

PCL500

PCL print controller kit

Note: The MFX-1430 & MFX-2030 ship with standard GDI-based network printing. Customers needing PCL printing should order the (PCL500). You do not need to add a second NIC card, the standard NIC card can handle both PCL and GDI commands.

Communication/Fax Options

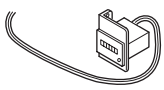
AL500

Second fax modem

DA7663

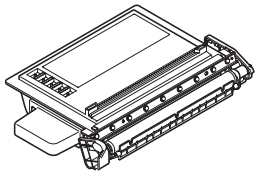
32 MB memory

Telephone handset 2030THK

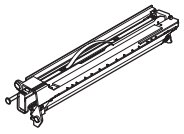


Page Counter DA7664

Consumable Options



Toner cartridge TS2030



Drum cartridge DK2030

Advantages for Dealers

Drive more clicks – without driving up the installation cost!

The MFX-series come with both a standard high-speed Ethernet connection and local USB interface that will generate clicks from the moment they're installed on the network or local PC.

- Small workstation design allows the machines to fit seamlessly into cramped work environments, meaning users have a convenient solution for their small run print jobs.
- High-speed local connection via the USB port allows small office/home office users a dependable alternative to retail desktop printers.
- Don't just think about the print clicks, let's capture those scan clicks to! The built-in color scanner delivers quality scans to network folders, FTP sites, e-mail addresses and remote fax terminals. Capturing these clicks is a snap and a great way to offset potential service costs.
- Best of all the new MFX-1430 & MFX-2030 carry the same price tag as their predecessors the MFX-1300 & MFX-1700, meaning for the same cost your customers get a lot more machine.

Minimal Training/Installation Required

The MFX-1430 & MFX-2030 are the first segment 1 machines to ship with a touchscreen, allowing your customers unprecedented usability.

- Reps are focused on selling and training customers on the big boxes, which make traditional fax and segment 1 products seem more trouble than their worth at times. DHCP compliance, browser-based interfacing and server-based driver loads allow for seamless installation, while the intuitive touchscreen is easy to navigate and buttons can be customized for optimal usability.
- Consumables are user-changeable and take only moments to replace; you do not need to allocate costly service tech resources to change toner and drums.

Competitive Advantage

The new MFX-1430 & MFX-2030 will differentiate your product line-up from the competition.

- To put it simply there are not products like these in this segment. You have a powerful, yet intuitive digital document delivery system that carries an attractive POS and aftermarket.
- The MFX-1430 & MFX-2030 carry the lowest cost-per-copies in their segment. The consumable pricing is attractive and with legendary Muratec reliable on-board you can execute a profitable service contract. With some contracts requiring a blended cpc among all segments, this is a big advantage.

Listen to what the analysts are saying...

- "Documents are moving closer to the end-user, in that users want to view and then print if necessary. Consequently, more work is being printed at the point of need. This has driven volume from centralized environments to decentralized environments such as the workgroup..." – *CAP Ventures*
- "...(Scanning) has become a mainstream office application..." – *CAP Ventures*
  - "Almost 70% of respondents (out of 1000 workgroup users) said that scan to file was important to their business...70% also said that scan to e-mail was important..." – *CAP Ventures*
  - When asked by CAP Ventures what features would be important when purchasing a new MFP in the next 2 years, workgroup users responded:
    71% Network Scanning | 69% Scan to e-mail | 65% Desktop Faxing | 60% Internet Faxing | 53% Scan to FTP

Source – CAP Ventures "The Future of the Document in the Workgroup Environment" March 2005

Advantages for Customers

Connected

- The multifunction capabilities eliminate your customer's need to purchase stand-alone devices, manage multiple service contracts and inventory a variety of high-cost/low-yield consumables.
- Complex technology made easy, the NGP-enabled devices feature a powerful digital document delivery system that customers can actually use. Many things sound great on paper, such as maintaining a digital archiving program. But if technology is not made accessible for all of the "non-geeks" out there, who will actual use the systems that have been implemented?
- Scan to e-mail, Internet faxing and scan to FTP provide users with no-cost document delivery that utilizes their current network infrastructure.
- Network printing connects up to 50 users for high-quality PC output.
- Both machines ship with a standard USB port for direct PC connection enabling local printing and scanning.

Flexible

- Duplex printing (MFX-1430D & MFX-2030) allows customers to print/copy documents and receive faxes "2-up", reducing paper consumption and the storage requirements of hardcopy documents. Manual duplex scanning allows customers to create two-sided output from two-sided originals.
- The 80-sheet ADF allows for the seamless job initiation of large fax, scan or copy jobs, and the 500-sheet paper capacity can be easily expanded to 1000-sheets for increased volume or mixed media production.
- Dual component consumables increase output yields and reduce the customer's monthly cost-per-copy costs. By utilizing these devices as a fax, printer and copier, users can greatly reduce the monthly operating expenditures associated with stand-alone devices.

Space Saver

The MFX-series eliminate the space requirements of stand-alone printers, faxes and scanners.

- The small footprint greatly increases the amount of usable workspace when adding up the dimensions of traditional stand-alone devices.
- The optional paper cabinet allows for complete machine mobility, meaning it can be utilized in one workspace and then quickly transferred to another location if needed. The cabinet can also house additional reams of paper and extra consumables, making it not only an attractive but functional addition to the office.

Efficient

These devices offer several time-saving capabilities including "Scan Once - Print Many" technology and electronic sorting.

- Macro program keys help simplify long, repetitive copy procedures into one button – reducing a three minute programming process into a three-second executable command.
- Automatic mixed original detection allows users to copy, fax or scan letter and legal-sized documents together, reducing the need to perform/collate multiple jobs. If the customer has the appropriate paper loaded in the paper trays, the output documents will match the original.
- QuadAccess™ technology allows users to perform four procedures at one time, increasing productivity by not having to wait for the previous job to finish prior to initiating a new job.
- The new Card Copy mode allows medical offices to quickly capture both sides of a driver's license or insurance card and produce both images on a single sheet of paper.

MFX-1430/MFX-2030 General Features

80-sheet automatic document feeder
- Enables faxing, copying or scanning of large jobs without having to split into multiple sets

Intuitive touchscreen operation
- A first in this segment!
- Large, back-lit touchscreen is easy to operate and significantly reduces customers learning curve
- Program keys allow for one-touch initiation of complex fax and copy commands
- The default "soft keys" on the touchscreen can be customized, allowing users to have one-touch access to the most commonly used features

Legal-sized platen glass
- Easily duplicate odd-sized or textured objects
- Well-marked glass is easy-to-read for seamless operation
- Fax jobs may be blended from the ADF & platen-glass

Flexible paper capacity
- Standard 500-sheet front loading tray is accessible and user adjustable
- Optional second 500-sheet cassette allows for the simultaneous use of letter and legal-sized papers

Multipurpose bypass tray
- 50-sheet bypass tray can be used for quirky media such as letterhead, envelopes, labels or overhead projector sheets

Easy network installation
- DHCP compliant (Non-DHCP environments may still enter the network settings manually)
- Print drivers can be installed via server or individual client

Duplex printing (MFX-1430 & MFX-2030)
- Reduce paper consumption and day-to-day operational costs by utilizing duplex print, copy and fax reception capabilities

Expandable memory
- Standard 8-MB memory can be upgraded to 40-MB, creating sufficient memory storage for large applications
- 72-hour memory back-up ensures that business critical documents are not lost in the event of an extended power outage

Energy Star compliant
- When the machine is left idle for a set period it will enter Energy Save Mode, which will reduce energy consumption to minimum levels

***EasyChange*℠ toner system**
- Front loading high-yield consumables can be quickly changed without the need for a service call
- High-yield allows for the lowest cost-per-copy in the segment 1 market

Refined print engine
- 14 and 20 ppm print engine provides superior quality and clarity
- Redesigned paper path reduces jam frequency
- Side-access jam removal system allows for quick and painless troubleshooting
- Fewer service calls = profitability

Department codes
- Track up to 100 codes for cost accounting purposes
- Extra level of security, only authorized users have access to certain machine functions

MFX-1430/MFX-2030 – Fax Features

33.6 Kbps modem

- Standard fax modem transmits documents at the highest regulated speeds
- JBIG compression reduces the transmission packet allowing for shorter connection times
- Up to 2 spp transmission time

300 entry address book

- Each location can house a fax number, e-mail address and group location
- Up to 30 locations can be manually entered per transmission
- 330 number broadcast capabilities (fax and e-mail addresses can be mixed)
- OfficeBridge Expansion Kit allows customers to have both personal & shared address books
- OfficeBridge Expansion Kit can expand the address book to 2000 locations (w/ optional 512 MB memory)
- Supports vCard import from Microsoft Outlook

LDAP search capabilities

- Quickly and easily locate contacts on a corporate server (Active Directory, OpenLDAP, etc.)
- Up to 5 LDAP servers can be registered
- Contacts located during an LDAP search can be added to the internal address book

Group Transmission

- If users frequently send the same document to multiple recipients, they can register these users into a group to reduce manual searching/selection
- Groups can hold both fax numbers and e-mail addresses

Delayed transmission

- Send documents during off-peak hours to reduce machine congestion

Batch transmission

- Group several fax transmissions into one, reducing connection requirements and phone charges

Standard Internet fax functionality

- T.37 compliant – most common standard on the market
- Utilizes existing e-mail infrastructure

Transmission confirmation reports

- Ensures that business-critical documents reached their intended destination

Optional second 33.6 Kbps fax modem

- Allows the simultaneous sending and receiving of fax documents

ITU-I sub-address routing

- Send and receive fax documents into confidential mailboxes

MFX-1430/MFX-2030 – Scan Features

Standard network scanning

- Surf corporate networks with ease, delivering documents directly into network folders
- High-quality 600 dpi scanning
- Create up to 20 folder shortcut keys for one-touch scan initiation (shared w/FTP folder shortcuts)
- Broadcast documents to an e-mail address and network folder (archive)
- Windows log-in security parameters
- Supports color scanning

Scan to e-mail

- Intuitive QWERTY keypad allows for customized e-mail transmissions
- File Formats include TIFF, PDF or JPEG
- File name, subject line and text message can be added to each transmission (SPAM prevention)
- Any document stored on the network may be attached to a transmission (via simple network browse)
- Supports color scanning

Scan to FTP

- Upload documents to an FTP server for sharing or storage
- Create up to 20 FTP shortcuts for one-touch scan initiation (shared w/folder shortcuts)
- Supports color scanning

Standard local color scanning via USB

- TWAIN compliant
- High-resolution color scanner offers easy digital transfer of hardcopy photos, charts and various office documents

Scan Counter

- Standard scan counter provides a total scan count
- Total can be broken down into – Fax, PC or Copy scans

MFX-1430/MFX-2030 – Copier Features

14 and 20 page-per-minute print engines

- Print engine produces letter-sized documents at 14 (MFX-1430) and 20 (MFX-2030) pages per minute
- 600-dpi output insures high-quality digital imaging

Get it started!

- 10 second (MFX-2030) and 12 second (MFX-1430) first-copy-out-times get your job going
- 23 second warm-up time
- 2.7 spp scanning (300 dpi), 5.4 spp scanning (600 dpi)

Duplex printing (MFX-1430D & MFX-2030)

- Reduce paper consumption and day-to-day operational costs by utilizing duplex print, copy and fax reception capabilities
- Manual duplex scanning allows for 1:2, 2:2 or 2:1 output

QuadAccess technology

- Unique to Muratec, these devices can simultaneously perform four tasks at once allowing users to fax, copy and print at the same time without machine slowdown

Digital copy features

- 2-in-1 & 4-in-1 image combination
- Mixed original detection
- Digital zoom and image adjustment (25-100% ADF, 25-400% FBS)
- Electronic sorting
- 256 level grayscale

Card Copy Mode

- Quickly and easily capture both sides of a card or check-sized object and print both images onto a single page
- Supports personal & business-sized checks
- Supports top-up copy, meaning the cover can be left open during the scanning process

Programmable Macro Keys

- Conveniently program lengthy copy job processes into a single executable command

MFX-1430/MFX-2030 – Print Features

Flexible OS support

- Windows 98SE, 2000, Me, NT 4.0, XP
- Windows Server 2003

Standard GDI-based network printing

- High-speed 10/100 BaseT Ethernet connection is the perfect solution for a small to mid-sized workgroup
- Supports TCP/IP protocols
- RJ-45 network connection

Optional PCL support

- PCL 5e & 6
- Does not require a separate network drop, the standard NIC card can handle both GDI and PCL commands
- Can be installed by the factory or installed as a field upgrade

Standard local GDI printing via USB

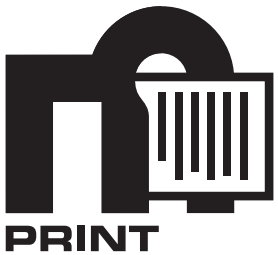
- High-speed USB 2.0 connection
- Offers a back-up printing source in the event of a downed network or machine failure

Intuitive print drivers

- Seamless output from popular applications
- Server or client-based installation
- Choose watermarks, paper sources, options, etc.

Duplex print output

- Up to 5 page-per-minute duplex production



MFX-1430/MFX-2030 Features and Benefits

Affinity for the network

Both the MFX-1430 & MFX-2030 are built on the network gateway platform (NGP), meaning they have a built-in affinity for the network. This platform allows multiple users the ability to on-ramp documents for digital storage and delivery, while providing traditional fax and output capabilities.

The philosophy behind NGP is to provide customers with a superior digital document delivery system that allows users to route hardcopy documents directly into network folders, e-mail addresses and FTP sites.

Both units are DHCP compliant which allows them to automatically search for initial network settings the moment the machine is turned on, during install, reducing network set-up to mere seconds (the machines can be manually registered as well). The OfficeBridge browser interface allows users to change network settings, machine settings, track communications and much more.

Identifying Need	Benefits
Customers who want to de-centralize their scanning needs from the copy room to the workstation	NGP provides high-quality scanning to network folders, e-mail addresses and FTP sites
Customers looking to consolidate their fax, scan and printing needs into a single unit to reduce operating costs	NGP consolidates multiple business-critical functions into a single, easy-to-use machine.
Customers looking for an easy way to initiate or maintain a digital archiving program	Intuitive scan system is not intimidating, customers with little "tech-savvy" can digitize and archive documents

Intuitive touchscreen operation

These are the first machines in their segment to boast a touchscreen (have we already mentioned that?) Fact of the matter is the other manufacturers do not spend time and resources improving the usability of fax and segment 1 products. Since we exclusively serve those segments it only makes sense that we continually look for ways to improve these offerings.

The touchscreen allows us to take a complex technology, like NGP, and make it accessible to the masses. Think of it as GPS for document workflow. Users can quickly and easily find a contact from a corporate server, browse and locate a network folder, enter an e-mail address or program their machine settings. The large, back-lit touchscreen assists with all of those functions and much more!

The keys on the default screen can also be interchanged, allowing your customers to have one-touch access to the features that they use most often.

Identifying Need	Benefits
Environments that want to be more efficient	Makes complex technology accessible to the masses

Who you calling small?

Improve office efficiency by consolidating multiple stand-alone devices into one desktop-size business machine offering network print, copy, fax and scan capabilities. This allows you to decentralize office tasks from the copy room to the workgroup.

Identifying Need	Benefits
Work environments seeking to maximize office space	Free up much needed space typically occupied by stand-alone printers, faxes, copiers and scanners
Budget constraints do not allow for the ownership expense and maintenance costs associated with multiple stand-alone devices	Reduce the number of service contracts and initial investment
Work spaces too small to accommodate storing large amounts of office supplies and machine consumables	One machine, one set of supplies – far more beneficial than the bulky alternative.

New & Improved Engine

Muratec has refined our award-winning engine* to further reduce misfeeds and paper jams, while improving the overall print quality.

Identifying Need	Benefits
Busy work environments who rely on durable machines with limited downtimes for maintenance	Users experience very little downtime due to machine failure or paper jams, which increases office productivity
High-volume fax or print applications	Rock-solid engine can hold up to heavy customer usage

** Claim based on the previous "Athens" engine awards.*
F-360 – Editor's Choice – Better Buys for Business 2002, 2003, 2004, 2005
MFX-1700 – Small Office / Home Office MFP of the Year – BERTL 2004
MFX-1700i – Pick of the Year – Buyer's Lab 2004

Automatic Document Feeder

Both devices come standard with an 80-sheet ADF, perfect for large fax, scan or copy jobs. The document feeder is well marked to ensure correct original positioning and the feeder supports mixed original scanning. The curvy design provides a seamless paper path while giving the machine a sexy finish.

Identifying Need	Benefits
Environments in which large fax or scan jobs are a regular occurrence	Large jobs do not have to be split up prior to job initiation
Environments that frequently copy, fax or scan both letter and legal-sized documents together	Mixed originals do not have to be split-up prior to job initiation

Platen Glass
The MFX-1430 & MFX-2030 also feature a legal-sized platen glass that allows for the seamless duplication of odd-shaped or textured documents.

The well-marked border ensures that your customer can position documents correctly each and every time.

Identifying Need	Benefits
Environments that utilize media that is not suitable for the document feeder	Legal-size is perfect for a majority of office applications
	Markings cut down on wasted jobs and user frustration

Paper Handling
Both devices ship with a standard 500-sheet paper tray, making them the most robust machines in their segment. Adding a second paper source increases the functionality while reducing the amount of time users spend replenishing paper stock. The paper cassettes allow for effortless transfer of entire 500-sheet reams of paper.

Identifying Need	Benefits
Businesses that consume large amounts of letter-sized paper	Reduces frequency of paper replenishment
Users who print both letter and legal-sized documents	Flexibility of loading one cassette with letter-sized paper, while using the second cassette for legal-sized paper
	Customers can pull different jobs from different drawers (ex. Copy jobs from tray 1, fax jobs from tray 2)

Improved Bypass Tray
We got rid of the scissors! Muratec has completely redesigned the bypass tray on these devices, allowing for uncomplicated printing of envelopes, letterhead, transparencies, labels and other media that is printed on an infrequent basis. The new and improved bypass holds up to 50 sheets of letter-sized paper, adding to the unit's flexible paper capacity.

Identifying Need	Benefits
Situations in which users print on various output media, such as envelopes and labels	The bypass tray accommodates media needing a condensed paper path or direct feed into the print engine
	Flip tray folds out for quick document insertion, improved stability system reduces document jamming and skewing

Duplex Printing (MFX-1430D & MFX-2030) / Manual Duplex Scanning

With the MFX-1430 & MFX-2030 users can reduce paper consumption by converting single-sided copy, print and fax jobs into two-sided printouts. Duplex output can reach speeds of up to 5 pages-per-minute (we're talking about a 14 ppm MFP so cut us a little slack!) Manual duplex scanning allows customers to produce two-sided output from two-sided originals. Users can also electronically archive two-sided documents without hassle.

Identifying Need	Benefits
Environments such as doctors offices where users print and manually file hardcopy documents	Reduces paper consumption and hardcopy storage costs, which cuts down on operational costs and promotes environmental friendliness
Businesses that receive a large number of incoming faxes	Reduces paper consumption and hardcopy storage costs
Customers that need to copy or scan two-sided documents	Quickly produce professional looking fliers, manuals, booklets or other two-sided documents
	1:2, 2:2 or 2:1 copy output Easily digitize two-sided originals

***EasyChange* Consumables**

There's no need to panic when the red light comes on. With front loading consumables, users can quickly and easily change the toner without the need for a service call.

And let's not forget the exceptional yields and operating costs that these bad boys offer as well. In fact, the cost-per-copy on the MFX-1430 & MFX-2030 is lower than "comparable" offerings from Canon, Konica-Minolta, Panasonic, Sharp and Toshiba.

Note: Whenever the toner cartridge is changed we recommend that the customer perform the charge-wire / LED head cleaning to insure optimal machine performance. This two-second procedure entails pulling out the blue drum rod and then pushing it back into place.

Identifying Need	Benefits
Fast-paced businesses that can't afford to waste time changing complicated consumables or wait for a service technician to be dispatched	Users can keep the office running at full speed
High-volume applications looking to lower their operating costs	High-yield consumables offer an ultra-low cost-per-copy, potentially reducing operating costs by hundreds of dollars per year

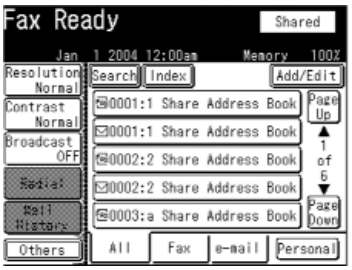
High-Speed Fax Modem (with second line option)

Muratec is a recognized leader in fax technology. So it's no surprise that these MFP's are equipped with a fast 33.6 Kbps modem that reduces machine congestion and increases machine efficiency. They also provide a virus-free line of communication that sits off-network, meaning if a hacker found out the security code was "1,2,3,4" or the network simply goes down, your customer always has a line of communication available.

JBIG compression sends files at optimal speeds and the optional dual line allows for the simultaneous sending and receiving of faxes.

Identifying Need	Benefits
Environments with high long distance bills or international calling requirements	High-speed communication (2 spp) can reduce connection time thereby lowering monthly phone charges
High-volume fax applications	Ships with standard fax capabilities, eliminates the need to add an expensive upgrade
Offices with stand-alone fax devices	High-speed scanner quickly processes data, reducing wait time

Address Book



Each location in the 300 number address book can house a fax number, e-mail address and group number, thus consolidating a contact's information into one key. Setting-up the address book up is a snap and customers can even import contacts from Microsoft Outlook (vCard) or a corporate contact database (via CSV).

The default fax screen layout is easy to navigate and allows customers to separate registered locations by fax number, e-mail address or a general listing. The index menu allows for even greater look-up capabilities and the "Search" button can perform a quick scan of the internal directory.

If the optional OfficeBridge Expansion Kit is installed customers can increase the address book to 2000 locations (provided the 512 MB memory chip has been added) and they can utilize both personal and shared address books. The personal and shared address books allow for added security (password protected) and increased efficiency, meaning a user will not have to sift through hundreds of numbers to locate their desired contacts.

Identifying Need	Benefits
High-volume applications	Allows users to program frequently dialed fax numbers into memory and send to those locations at the touch of a button, eliminating the need to manually dial a number
Environments in which documents are frequently routed to both fax machines and e-mail addresses	Consolidating the fax number and e-mail address into a single location frees up additional locations
Environments with high-security needs	Personal / Shared directories increase security and efficiency
	Multiple contact look-up methods allow for increased efficiency and usability

LDAP Directory Support

LDAP allows customers to easily search their corporate databases to retrieve contact information. Once located, the customer can either initiate a transmission, begin a new search or register the located contact into the internal address book, which allows for one-touch job initiation in the future.

The LDAP search system has two options – [Simple] and [Advance]. The simple method allows users to enter a few characters (first name, last name, etc.) and immediately start the search. The advanced method allows users to narrow down their search (name, e-mail address, first letter, last letter, etc) and return a more specific result.

The machine will return up to 100 hits (factory default) and each hit will contain "contact information", which provides the contact's name, fax number, e-mail address, company name, etc.

The MFX-1430 & MFX-2030 support Active Directory for Server 2000/2003 and OpenLDAP.

Identifying Need	Benefits
Customers utilizing corporate LDAP servers	Allows customers to easily locate contacts on a corporate server
Environments utilizing multiple LDAP servers	Up to 5 corporate servers can be registered (however only one can be searched at a time)

Group Dialing

A real time-saver, this function allows users the ability to send documents to multiple recipients at once, from the touch of a button. Up to 32 groups can be created allowing for simplistic document distribution to multiple recipients.

If the OfficeBridge Expansion Kit is installed the number of registered group locations can be expanded to 200 (if the optional 512 MB memory is installed)

Groups can also contain both fax numbers and e-mail addresses, allowing your customer to send documents to recipients in their preferred file format.

Identifying Need	Benefits
Environments in which the same document is regularly sent to multiple recipients	Employees spend less time at the fax and more time on business-critical tasks

Broadcasting (Mixed Fax/E-mail Transmissions)

Customers can send the same document to multiple recipients at the same time, thus increasing efficiency and reducing wear and tear on the rollers. Customers can also send to both fax numbers and e-mail addresses at the same time, allowing for recipients to receive documents in their preferred method.

Identifying Need	Benefits
Customers that frequently send the same document to multiple parties	Reduces wear and tear on rollers thus decrease your service costs
Customers that need to send documents to both fax numbers and e-mail addresses	Allows customers to deliver documents in the receivers preferred format, without any extra hassles

Battery Back-Up

Both devices can store documents for up to 72 hours in the event of a power outage.

Note: Many competitors only offer up to 12 hours.

Identifying Need	Benefits
Environments where business-critical documents such as medical records, invoices, contracts, personnel files, etc. must be protected in the event of power loss	Eliminates the need to re-transmit stored documents that were deleted from page memory
	Received documents are protected in the event of a prolonged power outage

Batch/Delayed Transmission

Enables users to fax documents during off-peak hours when long-distance rates are cheaper and reduces machine congestion during business hours.

Real Application: Muratec's internal product development department utilizes the batch transmission feature to communicate with the head office in Japan. Throughout the day documents are scanned into a batch box and stored into memory. At the end of the day all of the documents are sent at one time, allowing the reception clerk in Japan to collect all communications in one swoop. We've made it more convenient for the receiving clerk to separate out deliveries while reducing our fax costs.

Identifying Need	Benefits
Businesses that need to lower monthly operating costs	Cuts monthly phone costs by sending documents during off-peak hours
	Reduces machine congestion by allowing users to send non-critical documents after hours, leaving the machine more accessible during business hours

Cover Page Insertion

With simple one-touch insertion, these devices can attach a cover page to outgoing fax transmissions. This coverpage can be customized using the QWERTY keypad.

Identifying Need	Benefits
Businesses that require a coverpage on all outgoing fax transmissions	Helps the sender save time by not having to produce a cover page for every transmission and allows the recipient to identify sender

Security Reception

Security reception tells the machine to keep all received faxes in memory, but not to print them. The user can print them out at their convenience.

Identifying Need	Benefits
Environments requiring the utmost confidentiality, such as hospitals or law offices	Provides reliable protection of personal and sensitive information
	Contributes toward HIPAA compliance

Fax Forwarding

Both machines come equipped with Fax Forwarding, allowing the user to tell the machine to automatically forward incoming documents to another fax machine. (If the machine is installed on a network the machine-side fax forwarding option cannot be used. The customer must use the OfficeBridge browser to set-up/initiate fax forwarding. We promise it's painless!)

More advanced fax forwarding rules can be set-up using the OfficeBridge browser. Customers can route incoming documents to remote fax machines, e-mail addresses or network folders. Customers can also set detailed routing rules that will separate and distribute incoming documents by specific number or area code.

Real Application: Muratec uses the fax forwarding feature to help administer the Plastic Payout program. Invoices that are faxed to Plastic Payout are routed into the attendant's e-mail inbox, reducing paper & toner consumption. This process will be made even easier with the use of NGP-enabled MFP's by allowing the sender to provide a more detailed file name which will assist in the filing process.

Identifying Need	Benefits
Frequent travelers who still need those important documents	Provides confidence for the sender and the recipient, knowing the fax will be delivered to the proper place
Environments in which multiple employees are receiving faxes on the same device	Advanced routing rules can distribute incoming documents to specific users based on the actual number or area code

QuadAccess™ Technology

There's a reason it's called "workgroup technology", more than one person is suppose to use it. The MFX-1430 and MFX-2030 are the ultimate multi-taskers by allowing customers to perform up to four functions at once.

Identifying Need	Benefits
High-traffic work areas	Increases productivity and cuts cost by allowing four-at-once multitasking
Environments with limited administrative resources	Allows the unit to be available for copying or printing, even while the unit is faxing
Environments that need a fully "connected" machine, but worry about losing the "always" available stand-alone device	Reduces machine traffic and administrative costs

Internet Faxing (T.37)

Internet faxing enables users to convert hardcopy documents into TIFF attachments, which can then be sent via the Internet to remote Internet Fax-enabled machines and printed out, or to e-mail addresses for digital viewing. The primary use for this feature is to completely eliminate the cost of fax communication for both the sender and receiver. Both devices utilize the existing network lines, which leverages the customer's previous technology investment, and operates seamlessly with legacy corporate e-mail systems.

Identifying Need	Benefits
Environments looking to reduce or eliminate fax costs without wanting to invest in a new infrastructure	Eliminates the costs associated with traditional fax communication
Environments with limited administrative resources	Reduces paper consumption by sending documents to an e-mail address as opposed to fax machines
	Utilizes existing network infrastructure

Desktop Faxing

Desktop faxing enables customers to send documents directly from their PC to remote fax terminals, bypassing the need to create a hardcopy and fax the document manually. Faxes can be created in virtually any PC application and operates similar to the print drivers that customers are familiar with.

Using the intuitive OfficeBridge browser users can locate a contact in their internal address book or via an LDAP search.

Identifying Need	Benefits
Environments looking to reduce the paper costs associated with creating and sending faxes	Quickly and easily send documents from the desktop to remote fax terminals
Environments where multiple users are accessing the machine for faxing	Interactive address book allows users to quickly search for contact information and broadcast to multiple locations
	Point-and-click simplicity allows users to easily navigate the interface, if a user can print they can desktop fax

Scan to E-mail

Scan color or monochrome documents directly from the MFX-1430 & MFX-2030 over the Internet to specified e-mail addresses, which can be pre-programmed into a one-touch key or entered manually.

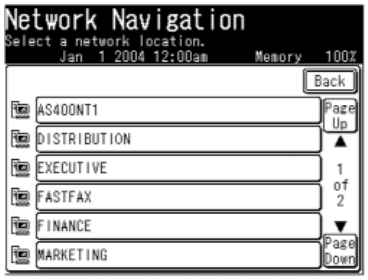
The intuitive QWERTY keypad allows users to customize their e-mail by adding the file name of the e-mail attachment (i.e. the document you are scanning), a subject line (so it doesn't get mistaken for SPAM) and a short text message (to let someone know you care).

Another cool feature on the devices is the ability to add a network document to any e-mail transmission as an attachment. This file can be in Word, Excel, PowerPoint, Quark, PDF, etc.... This is extremely helpful in accounts where each e-mail transmission must be accompanied with a privacy policy or regulation form. Customers simply select [Attachment], surf the network to locate the document and then attach it.

Identifying Need	Benefits
Environments looking to lower monthly document delivery costs	Sending a document via e-mail is virtually identical to sending a fax
Environments that frequently send/receive sensitive material that should be delivered directly to an inbox	Customers can register e-mail locations as one-touch numbers, allowing for direct dialing from the control panel
Environments with multiple users, who consistently send and receive hardcopy documents	Documents are sent directly to the appropriate party's inbox, instead of a fax reception tray, increasing document security
Environments that need to convert existing hardcopy documents into electronic TIFF or PDF files	Eliminates long-distance charges by utilizing the Internet, which is of course free!
Environments needing to add a privacy statement to outgoing e-mail transmissions	Documents can be received almost instantaneously, with users not having to leave their workstation in order to check for incoming documents
Customers wanting to send customized e-mail transmissions	Add a network file as an attachment to outgoing transmissions (compliance/privacy policies)
	QWERTY keypad allows users to customize the file name, subject line and body of the e-mail message
	Store up to 10 frequently used files names in memory (accessible from QWERTY keypad)

Network Scanning

Here's where we start to have fun. Surfing a corporate server is as easy and intuitive as using your PC to locate a folder. Customers simply hit [Browse], select the appropriate server and begin navigating the file structure. Once the desired folder is found customers can hit [Start] and the document is on its way. For even greater efficiency, users can register a network folder shortcut (up to 20) allowing one touch initiation of future scan jobs.



In the past all documents scanned using Muratec equipment were tagged with a timestamp for the file name. With NGP-enabled devices you can use the intuitive QWERTY keypad to enter a custom file name, select the file format and adjust the resolution. This way you insure custom digitization of your hardcopy files.

Customers may ask why we do not include a document management package with such a powerful scanning device. The answer is simple, we do not want to utilize a proprietary solution because we are not a primary manufacturer. Think about it. Your primary manufacturer is probably pushing a document management solution that they either developed or exclusively license. Those packages are generally geared toward the upper segment machines in both functionality and price. We figure if you are already comfortable with that system there is no need to throw another one at you. Our solution is to use NGP-enable devices as the on-ramp for your document delivery needs, by scanning documents into network folders (at the touch of a button) and having your document management system poll the folder and automatically download the file (a majority of systems on the market operate this way).

Identifying Need	Benefits
Environments in which customers currently utilize stand-alone scanners	Allows customers the ability to preserve hardcopy documents as electronic files, increasing the success of document recovery
Environments that utilize document management systems	Assists users in complying with storage requirements set by the SEC and HIPAA
Environments that require the conversion of legacy hardcopy documents into electronic files	Environments that require the conversion of legacy hardcopy documents into electronic files
Environments utilizing LAN technology	Compatible with virtually all document management systems (folder-based polling)
Businesses with occasional high-volume scanning requirements	80-sheet ADF allows customers to scan multiple documents at once

Scan to FTP

Scan color or monochrome documents directly from the MFX-1430 & MFX-2030 to a specified FTP site, which can be pre-programmed into a one-touch button or entered manually. Up to 20 FTP shortcuts can be programmed.

This method allows customers to share large files over the Internet.

Identifying Need	Benefits
Customers wanting to store/share documents via an FTP site	QWERTY keypad allows customers to enter host information quickly and easily
	Shortcut or direct host initiation

Standard Local Color Scanning

Not every office is equipped to scan across the network. That's why we included a high-speed USB port to provide high-resolution color scanning, allowing users to convert color and monochrome hard-copy documents into digital files. TWAIN compliance directly scans images into popular software applications for powerful document re-creation.

Note: The MFX-2030 predecessor, the MFX-1700, was named "Small Office/Home Office MFP of the Year – 2004" by BERTL test labs. Small office / home office users (i.e. customers without a network set-up) appreciate the technology and reliability they receive in such a small package.

Identifying Need	Benefits
Environments requiring occasional to frequent color and monochrome scanning capabilities	Convenient method of converting legacy hardcopies into digital format
Customers without a network set-up	Scanning process is as simple as sending a fax or making a copy
	Scanning resolution provides high-quality, professional looking digitized images

Workflow Management (OB450)

Workflow management (WM) is a function of the OfficeBridge Expansion Kit, allowing users to set-up workflow solutions similar to earlier versions of OfficeBridge. WM also allows customers to design custom workflows to route documents to specific OfficeBridge users for review or processing. Important documents can be posted to the OfficeBridge Bulletin for general review or can be sent to a specified OfficeBridge user for quick and easy document distribution.

With the inclusion of standard, direct scanning into network folders this function may not be required by as many users as in the past. This internal communication system includes an enhanced InfoMonitor, Document Download manager and re-designed interface providing users with more control and an improved navigational structure.

This workflow management solution was named "BERTL's Best – Innovation of the Year 2005" by BERTL test labs.

Identifying Need	Benefits
Environments with strict document security requirements	Customized routing of inbound fax documents to multiple locations
	Internal posting of documents to general group or individual users
	Supports government regulations by routing documents to the appropriate party, password is required to access OfficeBridge Inbox – supports security reception.

Network Printing

The standard GDI connection allows up to 50 users to access the machine as a printer.

This out-of-the-box solution will provide you with a profitable aftermarket and allows your customers to reduce their monthly operating costs by consolidating their printing and faxing needs into a single, affordable device.

Identifying Need	Benefits
Businesses looking to affordably utilize a single printing resource for multiple users	Cost-effective printing option – combined with other multifunction capabilities

Optional PCL 5e/6 Local and Network Connectivity

Users requiring faster network connectivity can upgrade to the PCL option (PCL500). The standard network card can handle both GDI and PCL commands so there is no need to add another network port.

Identifying Need	Benefits
Fast-paced environments that rely on expedited functionality	Faster connectivity; holds a speed advantage over standard GDI

Standard Local GDI Printing

Small office / home office users may not have a network set-up in their workspace, making the standard Ethernet port obsolete. No problem, the MFX-1430 & MFX-2030 comes with a standard high-speed USB 2.0 connection allowing customers a simple, direct local printing solution.

Identifying Need	Benefits
Small work areas with single users	Eliminates need for a networked system, customers officing out of their house
Emergency use in the case of a downed network	The direct USB connection provides users with a back-up machine in case their regular printer or network goes down

Intuitive Print Drivers (Server or client-based installation)

Both the GDI & PCL drivers can be installed on the individual client or via the server, making it convenient for both IT managers and dealer service personnel.

Note: Be sure to visit www.muratec.com and click on the "Support" link to download the latest print drivers. This is accessible from the main site, allowing customers direct access.

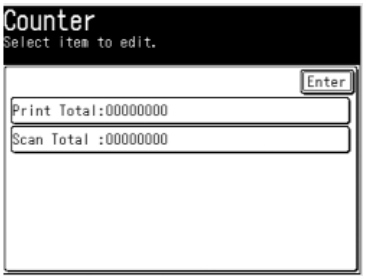
Identifying Need	Benefits
Users who do not wish to perform the traditional client-side installation of drivers	Quickly loads via direct installation to the client PC or through a mass server installation; intuitive, familiar interface shortens user's learning curve

List Printing

A user can conveniently print out a list of machine functions and an internal address book directory for instant contact look-up.

Identifying Need	Benefits
All environments	Enables quick access to important contacts and machine functions, reducing time spent at the machine

Mechanical / Soft Counter



Tracking customer usage has never been easier. The NGP-enabled devices log both print and scan usage, allowing you to not only collect print revenue, but scan revenue as well (if the customer is using the equipment as a true digital document on-ramp the volume of scanning will increase, therefore providing a residual opportunity).

Print and scan counts can be collected from the machine in the [Settings] menu, or you can install a traditional mechanical counter that easily connects inside the machine's output bin. *Note: the mechanical counter will only capture print counts.*

By utilizing Muratec's FleetManager Pro software you can collect monthly counts remotely on a pre-set interval, automatically pulling data into an easy to read CSV file that can be imported into OMD's I-Manager software. The CSV file can also be converted into a traditional Excel file for simplified billing purposes.

The benefits of FleetManager are two-fold. Imagine not having to hassle your customers once a month to check the meters or have them remember to send in those meter cards. More importantly you get an accurate count every time, meaning your customer pays for their exact usage and you collect every possible click.

Identifying Need	Benefits
Environments with high-volume scanning needs	Easily capture and bill for scan clicks
Customers who do not want to be bothered for meter readings	FleetManager Pro software allows for the remote retrieval of print counts

Get it started!

The MFX-1430 & MFX-2030 both feature super-fast first copy out (FCOT) and warm-up times. This insures that your customer's job will start quickly and they won't be "that-guy" who's tying up the machine!

MFX-1430 FCOT – 12 seconds | MFX-2030 FCOT – 10 seconds | MFX-1430 & MFX-2030 Warm-up Time – 23 seconds

Identifying Need	Benefits
Environments with multiple users	Environments with multiple users
Time sensitive environments	

Department Codes

Department coding offers a convenient way to monitor copy and fax usage. Assign up to 100 department codes to either departments or individual users; requiring the entry of the code for copy/fax access.

Identifying Need	Benefits
Environments desiring an easier and low cost way to efficiently allocate department costs and track machine usage	Curbs unauthorized machine usage, while monitoring department and machine usage

Card Copy

The Card Copy mode allows customers to take a two-sided object, such as an insurance card or driver's license, and produce both images on one sheet of paper. This process is easy-to-use and doesn't even require the user to lower the platen cover; it can remain in an upright position without causing that "toner-eating" background.

The Card Copy mode can support both card and check-sized (personal or business) documents, and the well marked platen glass insures seamless operation.

Identifying Need	Benefits
Environments such as medical offices that need to duplicate two-sided card or check-sized documents	Places images 2-up on a sheet, reducing file storage requirements

Combine Copy

Combine copy allows users to merge either 2 or 4 original documents onto one page.

Identifying Need	Benefits
Environments with minimal hardcopy storage areas	Reduces the storage requirements and costs of hardcopy documents
Work environments where large amounts of paper are processed	Reduces paper consumption

Electronic Sorting

Both devices come with standard electronic sorting, allowing users to copy assembled sets in sequential order.

Identifying Need	Benefits
Environments where users need to produce "distribution-ready" documents, but do not necessarily need a staple or punch option	Eliminates the need to manually collate documents
Small offices with limited administrative staff	Maximizes administrative resources
Environments in which multiple sets are regularly produced	

Program/Macro Keys

Users can program lengthy copy and fax processes into Macro keys for simple one-touch recall. This timesaving function assists dealers with training by programming process steps for the client and reducing key-op calls.

Identifying Need	Benefits
Busy environments with limited or new administrative staff	Simplified machine steps quickens end-user's learning curve

Portability

The smooth, sleek design of these devices is easy on the eyes for office visitors, adding to the professional appearance of the work environment. Most office personnel find moving these machines a snap due to their easy-grip handles and lightweight frame. (Please make sure your customers are capable of lifting 50 pounds prior to attempting to relocate the equipment. Muratec recommends a team-lift.)

Optional paper cabinet is outfitted with wheels making relocation a snap. (Just don't put a number on the side and race it down the hall)

Identifying Need	Benefits
Offices with limited space for office equipment	Small footprint allows for installation into very tight workspaces and crowded desks
Situations where personnel need to move equipment	Lightweight frame makes for easy relocation
Environment where office appearance matters	Sleek design offers a professional look for office guests

Competitive Review

Muratec MFX-1430D & MFX-2030 vs. Canon 1670F

Feature	MFX-1430D / 2030	Canon 1670F
MSRP	$2,795 / 3,495	$2400
Domestic Intro Date	August 2005	July 2004
Print Speed	14 / 20 ppm	16 ppm
FCOT	12 / 10 seconds	13 seconds
Warm-Up Time	23 seconds	4.5 seconds
Std. Paper Capacity	550 sheets	600 sheets
Max. Paper Capacity	1050 sheets ($395)	600 sheets
Doc. Feeder Capacity	80 sheets	30 sheets
Std. Memory	8 MB	16 MB
Max. Memory	40 MB ($145)	16 MB
Duplex Printing	Standard	Standard
Fax Modem	Standard 33.6 Kbps	Standard 33.6 Kbps
Address Book	300 locations (2000 max)	112 locations
2nd Fax Modem	Optional ($650)	No
Local Connection	Standard USB 2.0	Standard USB & Parallel
Ethernet Connection	Standard 10/100BaseT	Opt. 10/100 BaseT
DHCP Compliant	Standard	No
Network Printing	Standard	Optional ($240)
Network Scanning	Standard (Mono/Color)	No
Scan to e-mail	Standard	No
Desktop Faxing	Standard	No
LDAP Support	Standard	No

Muratec Advantage:

The MFX-series boast a beefier paper capacity, larger document feeder and standard connectivity features which enable color scan to file, e-mail & FTP, while also offering DHCP compliance and LDAP directory support. Serious fax users will enjoy the 300 location address book, with the ability to expand to 2000 if necessary.

Canon Advantage:

Canon is the premier engine manufacturer in the industry and the 1670F boasts impressive output quality and engine performance. The standard memory is impressive at 16 MB and the initial warm-up time is 5x faster.

MFX-1430D & MFX-2030 vs. Konica-Minolta Di1610fp

Feature	MFX-1430D / 2030	Konica-Minolta Di1610fp
MSRP	$2,795 / 3,495	$2795
Domestic Intro Date	August 2005	October 2004
Print Speed	14 / 20 ppm	16 ppm
FCOT	12 / 10 seconds	13 seconds
Warm-Up Time	23 seconds	25 seconds
Std. Paper Capacity	550 sheets	260 sheets
Max. Paper Capacity	1050 sheets ($395)	760 sheets
Doc. Feeder Capacity	80 sheets	50 sheets
Std. Memory	8 MB	16 MB
Max. Memory	40 MB ($145)	48 MB
Duplex Printing	Standard	No
Fax Modem	Standard 33.6 Kbps	Standard 33.6 Kbps
Address Book	300 locations (2000 max)	127 locations
2nd Fax Modem	Optional ($650)	No
Local Connection	Standard USB 2.0	Standard USB & Parallel
Ethernet Connection	Standard 10/100BaseT	Opt. 10/100 BaseT
DHCP Compliant	Standard	No
Network Printing	Standard	Optional ($N/A)
Network Scanning	Standard (Mono/Color)	Optional
Scan to e-mail	Standard	Optional
Desktop Faxing	Standard	Optional
LDAP Support	Standard	No

Muratec Advantage:

Across the board the MFX-series boasts a better value. Paper handling capabilities, document delivery options, standard network connectivity and a lower price-tag are just a few of the advantages the MFX-series has over the Di1610FP.

Konica-Minolta Advantage:

The "P" stands for local printing, not network. However this version does include standard PCL printing, which offers a speed advantage over the standard GDI-based printing offered by the MFX-series.

MFX-1430D & MFX-2030 vs. Kyocera F1060

Feature	MFX-1430D / 2030	Kyocera F1060
MSRP	$2,795 / 3,495	$N/A
Domestic Intro Date	August 2005	May 2005
Print Speed	14 / 20 ppm	19 ppm
FCOT	12 / 10 seconds	N/A
Warm-Up Time	23 seconds	N/A
Std. Paper Capacity	550 sheets	250 sheets
Max. Paper Capacity	1050 sheets ($395)	800 sheets
Doc. Feeder Capacity	80 sheets	100 sheets
Std. Memory	8 MB	12 MB
Max. Memory	40 MB ($145)	512 MB
Duplex Printing	Standard	Standard
Fax Modem	Standard 33.6 Kbps	Standard 33.6 Kbps
Address Book	300 locations (2000 max)	280 locations (1000 max)
2nd Fax Modem	Optional ($650)	Optional (N/A)
Local Connection	Standard USB 2.0	Standard USB
Ethernet Connection	Standard 10/100BaseT	Standard 10/100 BaseT
DHCP Compliant	Standard	Standard
Network Printing	Standard	Standard
Network Scanning	Standard (Mono/Color)	Optional (Mono/Color)
Scan to e-mail	Standard	Optional
Desktop Faxing	Standard	Optional
LDAP Support	Standard	Standard

Muratec Advantage:

The MFX-series and the F1060 are very comparable machines. Both offer some of the most impressive technological advances in the imaging industry, however the MFX-series boasts a tremendous advantage when it comes to user interfacing. By utilizing the touchscreen interface the MFX-series allows customers to take this technology and maximize it. The MFX-series also includes scan to folder, e-mail and FTP as standard functions.

Kyocera Advantage:

The F1060 is a re-labeled Panasonic UF-9000, which boasts impressive connectivity functions and a 19-ppm print engine. The 512 MB maximum memory is excellent for large image storage.

MFX-1430D & MFX-2030 vs. Kyocera 1820

Feature	MFX-1430D / 2030	Kyocera 1820
MSRP	$2,795 / 3,495	$N/A
Domestic Intro Date	August 2005	May 2005
Print Speed	14 / 20 ppm	18 ppm
FCOT	12 / 10 seconds	9.5 seconds
Warm-Up Time	23 seconds	20 seconds
Std. Paper Capacity	550 sheets	300 sheets
Max. Paper Capacity	1050 sheets ($395)	550 sheets
Doc. Feeder Capacity	80 sheets	50 sheets (Optional $185)
Std. Memory	8 MB	96 MB
Max. Memory	40 MB ($145)	320 MB
Duplex Printing	Standard	No
Fax Modem	Standard 33.6 Kbps	Optional (N/A)
Address Book	300 locations (2000 max)	N/A
2nd Fax Modem	Optional ($650)	No
Local Connection	Standard USB 2.0	Standard USB
Ethernet Connection	Standard 10/100BaseT	Standard 10/100 BaseT
DHCP Compliant	Standard	N/A
Network Printing	Standard	Standard
Network Scanning	Standard (Mono/Color)	Standard (Mono/Color)
Scan to e-mail	Standard	Standard
Desktop Faxing	Standard	No
LDAP Support	Standard	No

Muratec Advantage:

The standard connectivity and touchscreen operation give the MFX-series an advantage over the 1820. Customers who want to truly maximize the potential of their workgroup equipment will find more value in the MFX-series.

Kyocera Advantage:

Although the MSRP is unknown the 1820 predecessor, the 1815, boasted a sub $1000 MSRP giving it an obvious price advantage. If we're talking about Kyocera were also talking about industry leading cost-per-copies and the 1820 will no doubt have an aggressive cost-per-copy.

MFX-1430D & MFX-2030 vs. Panasonic DP-190

Feature	MFX-1430D / 2030	Panasonic DP-190
MSRP	$2,795 / 3,495	$2,695
Domestic Intro Date	August 2005	July 2004
Print Speed	14 / 20 ppm	19 ppm
FCOT	12 / 10 seconds	N/A
Warm-Up Time	23 seconds	N/A
Std. Paper Capacity	550 sheets	250 sheets
Max. Paper Capacity	1050 sheets ($395)	800 sheets
Doc. Feeder Capacity	80 sheets	50 sheets
Std. Memory	8 MB	2 MB
Max. Memory	40 MB ($145)	10 MB
Duplex Printing	Standard	Standard
Fax Modem	Standard 33.6 Kbps	Standard 33.6 Kbps
Address Book	300 locations (2000 max)	200 locations (1000 max)
2nd Fax Modem	Optional ($650)	No
Local Connection	Standard USB 2.0	Standard USB
Ethernet Connection	Standard 10/100BaseT	Standard 10/100 BaseT
DHCP Compliant	Standard	Standard
Network Printing	Standard	Standard
Network Scanning	Standard (Mono/Color)	Standard (Mono/Color)
Scan to e-mail	Standard	Standard
Desktop Faxing	Standard	Standard
LDAP Support	Standard	Standard

Muratec Advantage:

Very close in connectivity features however the MFX-series boasts larger paper handling features, more memory and of course, touchscreen operation.

Panasonic Advantage:

Basically a UF-9000 with an improved cost-per-copy. The MFX-series still holds an advantage when it comes to cost-per-copy.

MFX-1430D & MFX-2030 vs. Ricoh 1515MF

Feature	MFX-1430D / 2030	Ricoh 1515MF
MSRP	$2,795 / 3,495	$2,600
Domestic Intro Date	August 2005	June 2004
Print Speed	14 / 20 ppm	15 ppm
FCOT	12 / 10 seconds	7.5 seconds
Warm-Up Time	23 seconds	30 seconds
Std. Paper Capacity	550 sheets	250 sheets
Max. Paper Capacity	1050 sheets ($395)	850 sheets
Doc. Feeder Capacity	80 sheets	30 sheets (Optional $185)
Std. Memory	8 MB	64 MB
Max. Memory	40 MB ($145)	192 MB
Duplex Printing	Standard	Standard
Fax Modem	Standard 33.6 Kbps	Standard 33.6 Kbps
Address Book	300 locations (2000 max)	166 locations
2nd Fax Modem	Optional ($650)	No
Local Connection	Standard USB 2.0	Standard USB
Ethernet Connection	Standard 10/100BaseT	Standard 10/100 BaseT
DHCP Compliant	Standard	No
Network Printing	Standard	Standard
Network Scanning	Standard (Mono/Color)	Standard
Scan to e-mail	Standard	Standard
Desktop Faxing	Standard	Standard
LDAP Support	Standard	No

Muratec Advantage:

Features such as DHCP compliance and LDAP directory support are becoming a standard requirement in many offices. The MFX-series can address these capabilities as well as provide better paper handing (ADF & Cassettes), increased fax functionality and a more attractive operational cost.

Ricoh Advantage:

This has been a solid engine for Ricoh. The fast FCOT gets the job going and the 64 / 192 MB memory gives the unit solid image storage.

MFX-1430D & MFX-2030 vs. Samsung 6320F

Feature	MFX-1430D / 2030	Samsung 6320F
MSRP	$2,795 / 3,495	$1,999
Domestic Intro Date	August 2005	November 2004
Print Speed	14 / 20 ppm	22 ppm
FCOT	12 / 10 seconds	8 seconds
Warm-Up Time	23 seconds	30 seconds
Std. Paper Capacity	550 sheets	650 sheets
Max. Paper Capacity	1050 sheets ($395)	1200 sheets
Doc. Feeder Capacity	80 sheets	50 sheets
Std. Memory	8 MB	16 MB
Max. Memory	40 MB ($145)	16 MB
Duplex Printing	Standard	Standard
Fax Modem	Standard 33.6 Kbps	Standard
Address Book	300 locations (2000 max)	240 locations
2nd Fax Modem	Optional ($650)	No
Local Connection	Standard USB 2.0	Standard USB
Ethernet Connection	Standard 10/100BaseT	Optional 10/100 BaseT
DHCP Compliant	Standard	No
Network Printing	Standard	Optional ($299)
Network Scanning	Standard (Mono/Color)	Optional (Mono/Color)
Scan to e-mail	Standard	Optional
Desktop Faxing	Standard	Optional
LDAP Support	Standard	No

Muratec Advantage:

The MFX-series gives you more out-of-the-box. Network connectivity, touchscreen operation, paper handling features and enhanced fax functionality are all part of the standard package.

Samsung Advantage:

Samsung is very aggressive with pricing, however it is usually made up with the aftermarket consumables. The 6320F boasts impressive FCOT and printing speeds and double the standard image memory of the MFX-series.

MFX-1430D & MFX-2030 vs. Sharp AR-168D

Feature	MFX-1430D / 2030	Sharp AR-168D
MSRP	$2,795 / 3,495	$2,095
Domestic Intro Date	August 2005	February 2004
Print Speed	14 / 20 ppm	16 ppm
FCOT	12 / 10 seconds	9.6 seconds
Warm-Up Time	23 seconds	None
Std. Paper Capacity	550 sheets	250 sheets
Max. Paper Capacity	1050 sheets ($395)	550 sheets
Doc. Feeder Capacity	80 sheets	30 sheets
Std. Memory	8 MB	32 MB
Max. Memory	40 MB ($145)	32 MB
Duplex Printing	Standard	Standard
Fax Modem	Standard 33.6 Kbps	Optional ($550)
Address Book	300 locations (2000 max)	118 locations
2nd Fax Modem	Optional ($650)	No
Local Connection	Standard USB 2.0	Standard USB
Ethernet Connection	Standard 10/100BaseT	Optional 10/100 BaseT
DHCP Compliant	Standard	No
Network Printing	Standard	Optional ($750)
Network Scanning	Standard (Mono/Color)	Optional
Scan to e-mail	Standard	Optional
Desktop Faxing	Standard	No
LDAP Support	Standard	No

Muratec Advantage:

The MFX-series offers a lot of bang-for-the-buck, with standard network printing, color scan to everywhere, fax functionality, LDAP directory support and simple network installations. The devices also feature powerful paper handling features and an attractive cost-per-copy.

Sharp Advantage:

The initial cost of the 168D is lower, however if you add the network connectivity and fax functionality the price quickly skyrockets.

MFX-1430D & MFX-2030 vs. Xerox M20i

Feature	MFX-1430D / 2030	Xerox M20i
MSRP	$2,795 / 3,495	$2,199
Domestic Intro Date	August 2005	May 2004
Print Speed	14 / 20 ppm	22 ppm
FCOT	12 / 10 seconds	8 seconds
Warm-Up Time	23 seconds	N/A
Std. Paper Capacity	550 sheets	550 sheets
Max. Paper Capacity	1050 sheets ($395)	1200 sheets
Doc. Feeder Capacity	80 sheets	50 sheets
Std. Memory	8 MB	80 MB
Max. Memory	40 MB ($145)	80 MB
Duplex Printing	Standard	Standard
Fax Modem	Standard 33.6 Kbps	Standard 33.6 Kbps
Address Book	300 locations (2000 max)	200 locations
2nd Fax Modem	Optional ($650)	No
Local Connection	Standard USB 2.0	Standard USB
Ethernet Connection	Standard 10/100BaseT	Standard 10/100 BaseT
DHCP Compliant	Standard	No
Network Printing	Standard	Standard
Network Scanning	Standard (Mono/Color)	Standard (Mono/Color)
Scan to e-mail	Standard	Standard
Desktop Faxing	Standard	Standard
LDAP Support	Standard	Standard

Muratec Advantage:

The touchscreen is what gives the MFX-series the advantage here. Browsing the network from the control panel, customizing function keys, utilizing personal/shared directories the MFX-series enables users to perform more tasks – faster. The monthly operating cost is also in favor of the MFX-series and over the life of a lease could save the customer hundreds of dollars in print costs.

Xerox Advantage:

This unit is a re-labeled Samsung box. The price tag is nice for the functionality, including network printing, color scan to folder, FTP, e-mail and LDAP directory support. The print engine and FCOT get the job going/finished quickly and the 80 MB of image memory is more than sufficient.

Frequently Asked Questions

1 **Q:** *What is the blue rod on the drum unit?*

A: The blue rod is the charge wire / LED-head cleaning device that will extend the life of the drum cartridge and maintain optimal machine performance. Customers will be prompted to perform a simple, 2-second cleaning "pull". This is done on a relatively rare basis – normally once during the drum cartridge life. If a customer experiences sub par printing results, one tug of the charge wire should remedy the problem. We also recommend cleaning the drum unit whenever the toner cartridge is changed.

2 **Q:** *The MFX-1430 & MFX-2030 are DHCP compliant; will they automatically renew their lease on the network?*

A: No. Unlike a networked PC, NGP-enabled devices are printing devices that should be assigned a static IP address so that customers have continuous access. DHCP is a great way in which to quickly install a machine (or fleet of machine's) onto a network, however once they have been installed the customer should assign a static IP address to the equipment (this can be done via the browser).

3 **Q:** *Will these devices support scanning into any document management system on the market?*

A: Any document management system which can poll network folders can be used in conjunction with NGP-enabled devices. This describes a majority of packages on the market.

4 **Q:** *What exactly is the benefit of the OfficeBridge Expansion Kit?*

A: The OfficeBridge Expansion Kit is a low-cost solution for customers that need increased auto-dialing capabilities, security options or workflow management solutions.

- Increase the Address Book from 300 to 2000 locations (w/ 512MB)
- Increase group dialing from 32 to 200 (w/ 512MB)
- Personal / Shared Address Book functionality
- Bulletin Board, Processing and OfficeBridge User Box functionality

5 **Q:** *Can I add a duplex option to the MFX-1430 after it has left the factory?*

A: No. The duplex unit must be ordered as a standard from the factory (1430D). This is in an effort to reduce costs (both manufacturing and dealer) and reduce dealer tech installation requirements.

6 **Q:** *Why do you not support PostScript?*

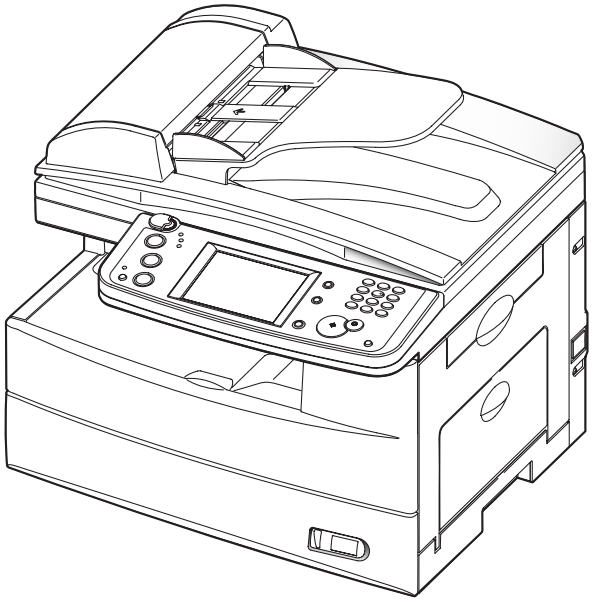
A: Cost and demand. Rarely do we hear the requirement for PostScript drivers on PPF or segment 1 devices. .

7 **Q:** *If I install the second phone line, can my customer send and receive at the same time?*

A: Yes.

8 **Q:** *Will these devices support some type of SNMP monitoring device, such as HP's Web JetAdmin?*

A: Using the OfficeBridge browser some level of SNMP device monitoring can be achieved, however at this time it is rather limited. Muratec is currently working with numerous third-party vendors and aims to have a true SNMP solution in the near future.



Muratec™ NETWORK GATEWAY PLATFORM NGP

Notes